efficiency in securing private funding support? And, one might add, how much time and commitment to private fundraising efforts are our department heads and deans prepared to give?

5. We need to project our researchers and our research with the quality and scale sufficient to capture the attention of major agencies, or in a manner designed to earn the respect and appreciation of the power centers in "big science," be they the National Science Board or foundation administrators. Are our institutional operations designed to promote recognition of our scientists and their accomplishments beyond immediate circles? As one major research administrator noted recently, "If you expect to get funded for national programs, you've got to have people on national panels." That makes sense. Do we have them, or can we get them there?

The achievement of research goals through the development of funding support is a complex, never-ending undertaking. There are few hard and fast rules. One, however, might be that "If you never ask, you'll never get!" An aggressive stance, pursued with positive expectations, is quite likely a minimum essential. And all approaches, of course, rest upon the broad recognition that family researchers are competent and do competent work. We must go forward from this point.

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